

FOUNDED ON VALUES. BUILT ON INTEGRITY.





What we'

CONCERN for the communities and people we touch.

CREATIVITY in everything we do.

PASSION in our approach to business.

PERFECTION as a goal worth pursuing.



re made of

The six integrated companies of The Bozzuto Group cover a broad range of real estate development services. Underlying all these services is the shared vision that we will create communities where people will thrive.

Since our beginnings in 1988, our story has been one of hard work and commitment. The result is a solid reputation for delivering as promised and standing behind the quality of our work. The single word we live by is “integrity.” It defines how we operate. It guides every decision. And it is the foundation of our good name.

For more than 20 years, we’ve been driven by the belief that every person deserves to live in quality housing. And we are committed to providing that opportunity with everything from luxury homes and apartments to affordable housing.

We’ve put the Bozzuto name on more than 30,000 homes and apartments. And we would be proud to live in any one of them ourselves.





Integr

Better integration means better results.

Our six companies span the spectrum of real estate value creation. But we work together as one integrated group, sharing our knowledge of the market, products and customers. The results benefit everyone—investors, business partners, clients, renters and buyers—with better living environments and increased value.

Our understanding of both our markets and our customers is continually deepened as a result of developing, building and managing a diverse portfolio of properties for our own account and for third parties. This experience makes us better at what we do and quickly translates into meaningful improvements in quality and design. It helps us to truly know what our customers want. And what it takes to make a comfortable home and a successful investment.

By working together and with our partners, the six Bozzuto companies excel as one, building value beyond the sum of our parts.





*Above and left, Spinnaker Bay, Baltimore, MD.
Opposite page, Summerfield at Brambleton, Ashburn, VA,
Kitchen at Shipley's Grant, Ellicott City, MD.*

The Bozzuto Group

PROPERTY MANAGEMENT

LAND DEVELOPMENT

HOMEBUILDING

DEVELOPMENT

CONSTRUCTION

ACQUISITIONS



Above, the Bozzuto leadership team from left to right: Steve Strazzella, John Slidell (Founding Partner), Tom Baum, Tom Bozzuto (Founding Partner), Dan Murphy, Toby Bozzuto, Ryan Ogden, Julie Smith, Rick Mostyn (Founding Partner), Mike Schlegel.

Right, The Bozzuto Group is headquartered in Greenbelt, MD.

Above opposite page, The Whitney at Bethesda Theatre, Bethesda, MD.





Promises made. Promises kept.

Our founding partners continue to lead The Bozzuto Group today. Their guidance and mentorship, combined with the energy and enthusiasm of a strong group of younger partners and colleagues, allows us to conduct business with consistent adherence to our values and our vision. It allows us to build lasting relationships and vibrant communities. And it ensures that we never waver from our belief that concern for people is central to every interaction, whether with our partners, our customers, our employees, or those who are affected by what we do.

We build relationships that are based on listening to and respecting the needs of our business partners. We know it's not a good deal if someone loses. As a result, we have a long track record of successful and repeated partnerships. In fact, The Bozzuto Group has done virtually every project with a partner. These range from entrepreneurs and land developers to institutional investors and financial institutions to community based non-profit groups.

Our reputation is on the line every day. To us, a handshake is still a handshake. And if someone should call us old-fashioned—well, we'd take that as a compliment.

crea

The most powerful tool in our toolbox.

At Bozzuto, we put our best creative thinking into everything we do. And into each community we develop. We individually design each project to ensure that what we build is in harmony with its natural environment. We always keep in mind that we are building not just homes but communities, and our job is to do so in a manner that shows respect to the world around us.

You'll see our creativity in the efficiency of the homes we build as an "Energy Star Builder." And in the extra quality we build-in behind the walls to further enhance energy efficiency, durability and value. You'll see it in product details like larger windows that maximize natural light, in the Bozzuto Shelf that makes finding keys easy, and in the services we provide our customers that go far beyond the expected.

The results of this creativity, whether in the projects we build or the services we provide, are living spaces in which people take pride. And efforts that produce significant financial rewards.

In the end what we create is a home, whether rented or owned. This belief is at the heart of our mission to provide quality housing for everyone. Creating homes that people love, and communities in which people thrive—for us, nothing means more.





Above right, the Bozzuto Design Center.

Above, grand spiral staircase at The Delancey, Arlington, VA.

Left, the Bozzuto Group led in the restoration of the historic Bethesda Theatre outside Washington, D.C., along with its partners and donated the theatre to a non-profit organization in 2006.

Top opposite page, a "Bozzuto Shelf" at an apartment entry.

Below opposite page, the main entrance of The Arbors at Arundel Preserve, Anne Arundel Co., MD.

recognized



Rooftop pool at Spinnaker Bay in Baltimore, MD, one of our most award-winning communities.

Working hard has its rewards.

We take great pride in our achievements. We present a few on this page, not to be boastful, but to honor our many colleagues whose hard work turned what might have been another day on the job into a shining symbol of excellence.

It is this kind of recognition that assures us that we are on the right track—that hard work and trust in fundamental values still has a place in the world.

We look at these awards as acknowledgement of what we are capable of every day. We hope you look at them as our promise to deliver our best every day as well.



National Association of Home Builders Awards

- Builder of the Year
- Multifamily Development Firm of the Year
- Property Management Company of the Year
- Best High-Rise Apartment
- Best Garden-Style Community

Maryland National Capital Builders' Association Awards

- Five-time Builder of the Year
- Three-time Environmental Builder of the Year
- Environmental Developer of the Year
- Best Condominium Community

Multifamily Executive Magazine

- One of the "Ten Best Multifamily Companies For Which To Work"

Please turn the page for a more in-depth look
at each of our divisions.

ACQUISITIONS



Enhancing the lives of our residents.





RYAN OGDEN

Senior VP/Director of Acquisitions
Bozzuto Acquisitions Company



Acquiring properties and creating communities.

Bozzuto Acquisitions Company purchases a wide range of multifamily residential properties, including garden, mid-rise and high-rise apartments, of all product classes and property ages. Guiding our efforts is a commitment to not only increasing the value of each asset, but improving the quality of life for our residents. Through a range of enhancements, spanning from major rehabilitation of a property's physical assets to improving the leasing and management structure, we add value to each and every community with which we're involved.

A collaborative approach results in effective strategies.

Leveraging the integrated nature of The Bozzuto Group's companies and our decades of multifamily development experience, we design and implement thoughtful, cost-effective renovation strategies at each property we acquire. And, we take advantage of Bozzuto Management and Bozzuto Construction's award-winning expertise by involving each company in the redevelopment and operation of our properties. Our collaboration extends to Bozzuto's long-term relationships with numerous investment partners, enabling us to accommodate both conventional financing and more complicated transactions, such as mixed-income and bond-financed assets.

Expertise to enhance financial returns.

Armed with the knowledge gained from years of developing multifamily housing, Bozzuto Acquisitions Company carefully analyzes each property it considers acquiring. Our breadth and depth of experience allows us to fully assess the potential of each property, from its physical attributes to its place in the market. We can then make strategic, responsible investments that will result in strong financial returns.

In the end, we've made improved, quality housing available for the communities and people we touch. For us, nothing could be more important.



CONSTRUCTION

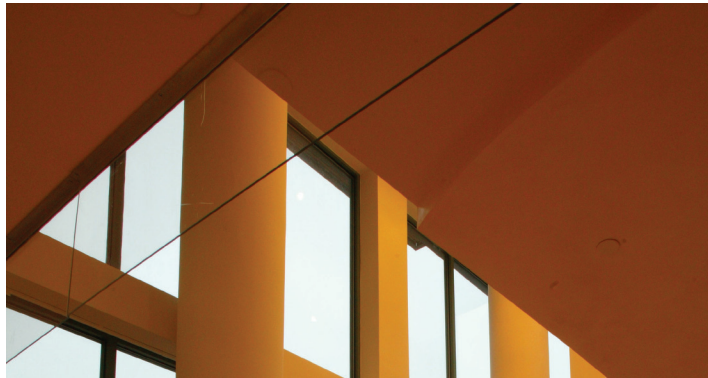


A solid promise of accountability and reliability.





MIKE SCHLEGEL
President
Bozzuto Construction Company



A track record of satisfaction and standing behind our work.

Bozzuto Construction Company has been building multifamily housing for 20 years—for our own account as well as for third parties. Our customers include institutions, developers and community-focused non-profit organizations. We have established our solid reputation by building high-rise, mid-rise and garden-style apartment communities, condominiums and nursing homes, as well as special projects like the historic Bethesda Theatre restoration.

Our name on the project is a promise of complete satisfaction. Led by some of the most experienced construction professionals in the field, our team brings the right mix of skill and expertise to every job, assuring success. And our commitment to satisfaction doesn't end with the final clean up. We stand behind the long-term quality of our work. We know our name depends on it.

Committed to operating with the highest integrity.

For us, “on-time and on-budget” are fundamental to our business. We go beyond that: we build trust through a commitment to quality, honesty and integrity.

Our track record of accountability and reliability reflects the high standards that come from being an owner as well as a builder. We build every project with a strong understanding of the owner's needs. We consistently produce results that exceed expectations and enhance value. And this gets noticed. We have been awarded multiple “Builder of the Year” and “Environmental Builder of the Year” honors. And we've been named one of the country's “50 Best Construction Companies to Work For.”

Long-term relationships that ensure quality.

We've built our business on the basis of long-term relationships, with many repeat clients, public officials and with many of the same subcontractors and suppliers. That means a higher level of consistent efficiency and a higher level of overall quality.

And it's quality that people notice and remember. And why we always bear in mind that, no matter the job, it's our reputation for quality that we're upholding.



DEVELOPMENT



A reputation for design and collaboration.





TOBY BOZZUTO
President
Bozzuto Development Company



A better product means better returns.

Bozzuto Development Company provides comprehensive development services for Bozzuto-owned projects as well as for a variety of third-party clients. Since the company's inception, we have earned a reputation for developing exceptionally successful, award-winning and well designed multifamily housing communities, ranging from affordable to luxury high-rise, from garden-style to mixed-use projects. We have won a wide range of local and national awards and have consistently been listed as one of the country's top 20 producers of multifamily housing.

The communities we develop reflect the demands and trends of the market, resulting in innovative, livable designs that represent a definitive attention to detail. Our approach to affordable housing is no different. The outcome is not only far better places to live for our residents, but extraordinary financial returns for our partners, investors and clients.

Earning trust and building enduring relationships.

The hallmark of every Bozzuto Development project is collaboration. Virtually every project we develop is done as a joint venture with land sellers, private investors, not-for-profit groups or institutional partners. And, our respectful and collaborative approach to working with communities and local governments allows us to succeed where others may fail. Our history of successful public/private partnerships demonstrates we are trusted to do the right thing by both our development partners as well as the communities in which we develop.

We bring our expertise to every project.

The extensive experience of The Bozzuto Group provides a meaningful advantage for our business partners. Our projects benefit as well from the early involvement of the professionals of both Bozzuto Construction Company and Bozzuto Management Company. Bringing these people into the process from day one gives us better control over construction costs and timelines, as well as insights into renter expectations and ongoing operational costs. The result is a streamlined process and a more innovative, desirable and profitable end product.



HOMEBUILDING



Building homes and creating communities.





TOM BAUM
President
Bozzuto Homes, Inc.



Building award-winning homes since 1990.

Bozzuto Homes has been building beautifully designed condominiums, townhomes and single-family homes throughout the Washington/Baltimore Metro Area for almost two decades. Each home we construct provides our customers an exceptional value without compromising on quality or innovation.

We tap into extensive market research and our far-reaching architecture and development expertise to create desirable home designs and communities in the most sought-after locations. We work closely with land developers and local governments to ensure that our properties meet expectations and integrate well with long-term development plans. We then build beautiful homes and neighborhoods that blend easily into their natural surroundings. The results are timeless, unique communities that reflect market demands and respect their environment.

Service that sets the standard. Before, during and after the sale.

It is our goal that each of our residents love their new home. And that each jurisdiction in which we build is happy to have us as an addition to their community. So from initial planning to final closings, our concern—concern for people, concern for the communities we serve—makes working with Bozzuto Homes an unparalleled experience.

Our approach is simple. We live by the “golden rule” when working with our customers, providing programs that make both buying and owning one of our homes a pleasure. We show the same level of respect to our contractors, suppliers and business associates, ensuring everyone is working toward the same goal—quality homes that our customers and local communities feel great about.

One team. Accountable. Responsible. Professional.

We approach each homebuilding project as one integrated team, working on our customers’ behalf. From the initial site planning, to design, sales and construction—our customers and the communities in which we build can count on one experienced and professional team that is dedicated to building an exceptional home and a vibrant neighborhood where people will thrive.



MANAGEMENT



Service that goes well beyond the expected.





JULIE SMITH

President

Bozzuto Management Company



A recognized leader in property management.

Bozzuto Management Company is consistently recognized as one of the nation's best property management companies and has been honored with countless awards for excellence in marketing and management, including Property Management Company of the Year by the National Association of Homebuilders.

While we manage all Bozzuto-owned properties, the majority of properties we manage are for third-party clients, ranging from national real estate investment groups and pension fund advisors to regional, private developers. Many of our valued clients are repeat customers who rely on our expertise in marketing and development to improve market appeal and ultimately increase the value of their properties.

Resident services that set new standards.

Our service model sets the Bozzuto rental experience apart from the competition. We work to be attentive to every resident's needs and to ensure their complete satisfaction. We believe that enthusiastic residents are loyal residents, and we know that leads to increased retention and revenues.

Our service difference starts with our property teams. In addition to their skills and experience, what sets our management staff apart is their genuine concern and compassion for our customers. As a result, Bozzuto renters are more likely to recommend Bozzuto-managed communities to friends and family than those who rent from other property management companies.* That's the best result for which anyone can hope.

A reputation for increasing value and maximizing income.

Putting our residents first is not only inherent in our business philosophy—it also makes good business sense. Our high standards and quality of service create living environments in which our residents take pride. The result is simple—higher rents and occupancies and ultimately, greater investment value.



*2007 Bozzuto brand research

LAND DEVELOPMENT



The experience to maximize every opportunity.





JOHN SLIDELL
President
Bozzuto Land Company



The experience to create better results.

With over a century of combined experience building and developing real estate, the principals of The Bozzuto Group have spent our careers buying land and planning for its improvement. We bring this knowledge and reputation to every project we develop, using our long-term relationships with the public sector and the financial community to maximize our partners' investments.

Our focus on larger parcels allows us to optimize the mix of residential, retail and commercial uses. We partner with land sellers and investors, develop on a fee basis and purchase land outright. Regardless of the project, we provide the same high-level of expertise to all our partners. From individual land sellers to large organizations, we enhance the value of the land while creating communities that benefit all those involved.

A vision for creating better living environments.

Skilled in mainstream and neo-traditional design philosophies, we understand that our primary focus is on creating communities. Our vision will ultimately become a place where people will live, work, shop and play. Understanding this, Bozzuto Land Company strives to create the best possible living environments for our customers while maximizing profits for our partners.

Our creative vision, combined with our experience in acquiring and developing land for a wide range of projects, allows us to see possibilities others might overlook.

A partnership approach to each development.

We believe that the foundation for each project is forging true partnerships. That means listening to, working collaboratively with and honoring the needs of our business partners, land owners and public officials.

We believe that, working together, we can create lasting value through intelligent land development. We can build communities that improve life for residents—and respect the world in which we live.



NEW HOME SALES & MARKETING



Market expertise in action.





PAM MEDING
President
SalesMark, Inc.



Community marketing and sales success. Market expertise in action.

At SalesMark, we begin with a strong foundation of experienced professionals who thrive on providing truly exceptional customer service. Our team of experts brings more than 30 years of sales and marketing knowledge and has a proven track record of success. With experience spanning the Mid-Atlantic region and a variety of products and market conditions, we know how to tailor our approach to meet the needs of your important projects.

A process that builds communities and delivers results.

The SalesMark process combines strategic planning, target-driven branding and community engagement, as well as quantified analytics, tracking and site assessments. Using these tools, we develop consumer programs that hit home with today's concerned homebuyers.

Our process is supported through partnerships with mortgage lenders, title companies, architects, ad agencies, merchandisers, land developers and construction firms, as well as a robust set of marketing, training, HR, IT and administrative resources.

Our full-time learning center allows our staff to tap into intensive and highly current training in order to capitalize on the latest and most effective sales techniques, methods and trends.

With extensive resources and industry partnerships, SalesMark is uniquely positioned to maximize your return on investment. For more information, contact:

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